



## HMM019 – IT Service and Support Company For Sale –UK

An opportunity has arisen to acquire an IT service and support company based in Aberdeenshire. This profitable business has grown consistently since it was established in 1989 to provide a portfolio of key IT support and services to its loyal customer base throughout Scotland.

The business has developed organically and dynamically throughout its years of trading and has formed a stellar reputation as a trusted IT services partner to the Scottish community. The company has grown both in size and expertise, guided by a strong ethos for delivering high levels of service and solutions aligned to their customers' needs. The success of this approach is reflected in the company's record for high customer retention, with many of its clients being with the company since its inception.

The company's customer base is drawn from a range of sectors, including professional service firms, hospitality providers, transport companies, retailers and construction firms. These client companies come in a range of sizes – from sole traders, through to multinationals.

This business has an extensive service portfolio – it provides a comprehensive computer network support service; provides workshop services to diagnose and repair IT issues through its team of experienced Support Technicians and can deliver fully hosted service packages if required. The company also designs fully content managed websites.

The company holds partnerships and certifications with a range of high-profile IT providers. Alongside its online presence, the business operates from a purpose-built premises in a prominent location in its local area.

### Highlights

- 33 years of trading
- Proven track record of profitability and consistent growth
- Strong annual recurring revenue of £520k
- Diverse and longstanding customer base
- High levels of client retention
- Partnerships and certifications with leading technology brands
- Planned succession already in place



## Financial Overview

Y/E: 31 <sup>st</sup> March	2018	2019	2020	2021	2022
<b>Sales revenue</b>	<b>£808,313</b>	<b>£839,843</b>	<b>£979,590</b>	<b>£859,246</b>	<b>£1,139,417</b>
Gross profit	£444,156	£480,488	£579,944	£522,265	£647,839
<i>Percentage</i>	<i>55%</i>	<i>57%</i>	<i>59%</i>	<i>61%</i>	<i>57%</i>
<b>Adjusted EBITDA</b>	<b>£157,969</b>	<b>£184,208</b>	<b>£267,798</b>	<b>£236,154</b>	<b>£360,800</b>
<i>Percentage</i>	<i>20%</i>	<i>22%</i>	<i>27%</i>	<i>27%</i>	<i>32%</i>

Adjusted EBITDA is stated after directors' replacement costs.

## Offers Invited